

**Lee County Board Of County Commissioners
Agenda Item Summary**

Blue Sheet No. 20120989

1. ACTION REQUESTED/PURPOSE:

- (A) Approve Project # PB130023, the utilization (piggyback) of the Western States Contracting Alliance's (WSCA) agreement #1907, which has gone through their competitive negotiation process for the annual purchase of Wireless Communication (including Air Cards) and Equipment for use County-wide through Sprint Solutions for the full term of the WSCA agreement (until October 31, 2016) with the option to renew for two additional one year periods.
- (B) Authorize the annual expenditure, based on current usage, of \$490,236 (please see Attachment 1 for a rate summary).
- (C) Authorize, over the term of the contract, annual expenditures not to exceed \$700,000 – a forecasted amount that will depend on future usage which cannot be accurately determined at this time.
- (D) Authorize Chair on behalf of the Board to execute the accompanying Participating Addendum as well as any additional related documentation.

2. FUNDING SOURCE:

Funding will be available from the individual department or division's budget.

3. WHAT ACTION ACCOMPLISHES:

: Provides the County with a reliable vendor to obtain to obtain necessary cellular and air card communications for County personnel in a cost effective, efficient and timely manner through at least October 2016 and potentially October 2018. Entitles the County to take advantage of the \$20,000 customer goodwill service credit offered by the vendor.

4. MANAGEMENT RECOMMENDATION: Approve.

5. Departmental Category: <DeptCategory>

6. Meeting Date: 11/20/2012

7. Agenda:

Consent

8. Requirement/Purpose: *(specify)*

- ☐ Statute
☐ Ordinance
☒ Admin Code AC-4-1
☐ Other

9. Request Initiated

Commissioner:

Department: PROCUREMENT
MANAGEMENT

Division: No Divisions

By: Robert Franceschini

10. Background:

On October 11, 2012 the Division of Procurement Management met with Sprint Solutions representatives to review its cellular charges and discuss piggybacking the existing WSCA Agreement #1907 for the on-going Wireless Communications and Equipment needs of the County.

This discussion yielded the following results: A customer goodwill service credit of \$20,000 will be applied to the County's accounts (spread out over 4 monthly bills). This credit, when combined with the new rates offered by the WSCA contract enables the County to achieve a 21% annual reduction in its annual spend for wireless costs (over its current contracted rate structure). The Sprint charge per minute for calls has dropped from .058 to .049. Please see Attachment 1 for a complete breakdown of the charges and rate comparison. Further, the County has reserved the right to have an annual review of its accounts over the term of the contract to obtain additional customer goodwill service credits and review its usage to explore whether additional savings may be obtained.

11. Required Review:

<Signature>	<Signature>	<Signature>	<Signature>	<Signature>	<Signature>
<Department>	<Department>	<Department>	<Department>	<Department>	<Department>
<Signature>	<Signature>	<Signature>	<Signature>	<Signature>	<Signature>
<Department>	<Department>	<Department>	<Department>	<Department>	<Department>

12. Commission Action:

Funds are available: From Individual Department or Division's Budget

Attachments:

- (1) Rate Plan Summary/Comparison
- (2) WSCA Participating Addendum
- (3) WSCA Contract # 1907